

## Message Text

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PAGE 01 JIDDA 08019 141026Z  
ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-07 /030 W  
----- 122835 /13

R 140923Z DEC 76  
FM AMEMBASSY JIDDA  
TO SECSTATE WASHDC 6579  
INFO AMEMBASSY ATHENS  
AMCONSUL DHAHRAN  
USDOC WASHDC

UNCLAS JIDDA 8019

E.O. 11652: N/A  
TAGS: BENC, BEXP, BBSR, ETRD, SA  
SUBJECT: US FIRM LOW BIDDER ON TAIF SEWER AND WATER PROJECT

REF: USDOC 17343

1. ROY ANDERSON, MANAGER OF PERINI SAUDI ARABIA, WHOLLY OWNED BY THE PERINI CORP. OF 73 WEST WAYTE AVE., FRAMINGHAM, MASS. 01701, HAS ADVISED THAT FIRM IS LOW BIDDER ON TAIF SEWERAGE AND WATER DISTRIBUTION NETWORK WITH BID OF \$620 MILLION. NEXT CLOSEST BID WAS KOREAN COMPANY'S AT \$754 MILLION, AND THIRD WAS THAT OF A SWEDISH FIRM \$1,134.

2. SAG DECISION ON AWARD ANTICIPATED SOON AND ALTHOUGH LOW BIDDER COULD BE BY-PASSED UNDER SAUDI TENDER REGULATIONS, WE FEEL THAT PERINI HAS PROJECT LOCKED UP.

3. THE US FIRM HAS DEMONSTRATED THE VALUE OF PATIENCE IN THIS MARKET. IT HAS WAITED FOR THE RIGHT LARGE PROJECT FOR OVER A YEAR, AND CONFIDENT THAT IT WOULD EVENTUALLY WIN ONE IMPORTED \$6.5 MILLION OWRTH OF CONSTRUCTION EQUIPMENT FROM THE U.S. EARLY IN 1976. IT HAS LOST OUT ON SEVERAL EARLIER ATTEMPTS FOR LARGE PROJECTS AND HAS REJECTED CONSIDERATION FOR SMALLER PROJECTS.

4. FIRM REP ANTICIPATES NEED FOR 500 MILES OF PIPE FOR SEWER DRAINAGE NETWORK AS WELL AS WATER DISTRIBUTION SYSTEM. WE ESTIMATE THAT PUMPS, WATER FILTRATION AND  
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OTHER ANCILLARY EQUIPMENT WILL BE REQUIRED. FURTHER

DETAILS WILL BE PROVIDED WHEN BID IS APPROVED, ACCEPTED  
AND DISCUSSED WITH FIRM.  
PORTER

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** SEWAGE SYSTEM, PROPOSALS (BID)  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 14 DEC 1976  
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**Decaption Note:**  
**Disposition Action:** n/a  
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**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**TAGS:** BENC, BEXP, BBSR, ETRD, SA, US, PERINI SAUDI ARABIA, PERINI CORP  
**To:** SECSTATE WASHDC ATHENS DHAHRAN  
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